**Update from Cisco re: Meraki and Cisco Switch gear**

Jill,

Meraki and Cisco switches are different with different hardware, operating system and

and different management at this stage.

The Meraki, now called Cisco Cloud Managed switches are designed for small organizations

who are light in IT staff. The management of the switches and the access points are from a

web dashboard, that was designed to be very easy and intuitive.

I understand your team may not be able to add another platform to support at this time, but the

model we are promoting with Cisco Cloud is service provider friendly. It is designed so that the

Cisco Cloud can be labeled as WNYRIC Cloud powered by Cisco. You as the service provider have

full control to provision accounts and it is fully multi-tenant.

It is a different approach than the current business model. It is probably worth discussing if there

will be a place in the future for this type of model within your 100+ districts.

Phil